

Message Text

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PAGE 01 SANA 02682 131312Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
-----035512 131346Z /40
R 131240Z JUL 77
FM AMEMBASSY SANA
TO SECSTATE WASHDC 1797
INFO AMEMBASSY JIDDA
USDOC WASHDC

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USDOC FOR CAGNEA

E.O. 11652: N/A
TAGS: ETEL, YE
SUBJECT: WESTERN ELECTRIC/PLESSEY BID FOR 1/AR TELE-
COMMUNICATIONS JOB

1. IN A POST-TWELFTH HOUR BID (THE YARG SIGNED AN AGREEMENT WITH THE FRENCH LAST WEEK) FOR YEMEN'S TELECOMMUNICATIONS PROJECT, REPRESENTATIVES OF THE JOINT WESTERN ELECTRIC-PLESSEY (OF ENGLAND) TEAM ARRIVED IN SANA JULY 12. THE TEAM EXPLAINED ITS TARDY APPEARANCE BY SAYING IT HAD WANTED TO BE SURE OF THE MUCH LARGER SAUDI CONTRACT (\$460 MILLION) BEFORE IT TOOK A FLYER IN YEMEN. AFTER NAILING DOWN THE SAUDI CONTRACT, WESTERN-PLESSEY CAME TO SANA WITH AN OFFER TO GIVE YEMEN EXACTLY THE SAME TYPE OF SYSTEM AS THE SAUDIS--ALBEIT ON A SMALLER SCALE--FOR \$140 MILLION. (IN CONTRAST TO THE \$40 MILLION PRICE TAG OFFERED BY GTE AND ALLEGEDLY MATCHED BY THE FRENCH.)

2. WESTERN-PLESSEY MANAGED TO SEE ONLY ACTING CENTRAL PLANNING OFFICE HEAD ARIKI AND DEPUTY MINISTER OF COMMUNICATIONS AL-ANISI. THE HOLE CARD WESTERN-PLESSEY WAS COUNTING ON WAS THEIR INFORMAL AND CERTAINLY UNWRITTEN
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UNDERSTANDING/BELIEF THAT THE SAUDIS WOULD PICK UP THE TAB BY MEANS OF A CONCESSIONAL LOAN TO YEMEN.

3. THE YEMENIS LISTENED POLITELY AND SEEMED FAVORABLY IMPRESSED BY WESTERN-PLESSEY'S SOPHISTICATED A-V PRESENTATION PRIOR TO A LARGE DINNER JULY 12, BUT THE COMMON COMMENT WAS, "TOO BAD YOU'RE A MONTH LATE."

4. WESTERN ELECTRIC TEAM INDICATED THAT IT MIGHT NOW
CONSIDER TRYING TO APPROACH YEMENIS THROUGH SAUDIS. DES-
PITE LATENESS OF SUCH TACTIC, MIGHT WORK BUT WE ARE NOT
PARTICULARLY SANGUINE.
SCOTES

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TELECOMMUNICATION, PROPOSALS (BID), PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Sent Date: 13-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770249-0274
Format: TEL
From: SANA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770762/aaaachjp.tel
Line Count: 68
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 00ed576c-c288-dd11-92da-001cc4696bcc
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Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
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Review Exemptions: n/a
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Review Release Date: n/a
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Review Withdrawn Fields: n/a
SAS ID: 1876369
Secure: OPEN
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TAGS: ETEL, YE, US, UK, ESTERN ELECTRIC, PLESSEY
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